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Greetings from the Economic Development Division!

The start of Spring brings news and activities that will interest Cambridge entrepreneurs and businesses. We hope you find this information useful.

Upcoming Business Development Workshops**[Pricing Strategies Workshop](#)**

Discuss how to increase your business profits by analyzing different methods of pricing your product or service. Upcoming session on **April 24, 2007, 8-10 AM**. This program is FREE for eligible Cambridge participants or \$35 for others. [Check the eligibility guidelines on our website.](#)

[E-Marketing Workshop Series](#)

Discuss how to better identify, reach, and keep your customers and learn how to use new web-based technologies. Upcoming 3-week series on **May 10, 17, 24, 8-10AM**. This program is FREE for eligible Cambridge participants or \$50 for others. [Check the eligibility guidelines on our website.](#)

These workshops will be delivered by experts from the [Center for Women & Enterprise](#) and will be held at City Hall Annex (2nd fl.), 344 Broadway, Cambridge. Space is limited. **To participate, contact Rona Holmes at 617-349-4637 or rholmes@cambridgema.gov**

Individual Business Counseling

Did you know that the Economic Development Division (EDD) offers individual business counseling sessions for people interested in starting or growing their business? Our office can provide business planning assistance as well as referrals for business training, legal and financial advice, and access to capital.

Recently, one of our counseling referrals met with great success at the Cambridge Microfinance Initiative, a project run by students at Harvard University. You can read about this client's success story in this recent article by the The Boston Globe: [Microlending Gets Local.](#)

For more information about EDD's individual business counseling, please contact Rona Holmes at 617-349-4637 or rholmes@cambridgema.gov or visit our website: www.cambridgema.gov/cdd/ed/

Summer Jobs Campaign

If your local business needs some extra help for this coming Summer, you should consider employing a young person, 16 to 18 years old, through the City's Summer Jobs Campaign run by the Office of Workforce Development (OWD).

This program prepares young people for summer jobs by offering pre-employment training and provides employment specialists to support both youths and employers throughout the summer.

Your business can also choose to support Cambridge youth by sponsoring a young person's summer wages at another local small business or nonprofit employer.

Many young Cambridge residents are looking for summer jobs. They are motivated to work and can fill many different types of entry-level jobs. If you are interested in learning more about hiring or sponsoring a young person, please contact Aubree Lawrence at 617-349-6234 or go to the OWD website: www.cambridgema.gov/DHSP2/owd.cfm

Saving for Success

The Allston-Brighton CDC can help you save for building your business. Through their program for Individual Development Accounts, the CDC will offer workshops on money and business management skills and match \$100 for every \$50 you save on a monthly basis over the course of a year. All the savings become available for your use at the end of 12 months.

Residents of Boston and cities abutting Allston-Brighton (including Cambridge) are invited to participate in this program. Income requirements also apply.

To learn more, attend an information session at the CDC offices at 320 Washington Street (3rd fl.), Brighton. Upcoming sessions are:

April 17, 2007, 6-7:30PM

April 24, 2007, 6-7:30PM

For more information, contact the Allston-Brighton CDC at 617-787-3874 x220 or kreiger@allstonbrightoncdc.org or visit their website: www.allstonbrightoncdc.org/

Commercial District Update: Central Square

Central Square will soon have its very own theater! After many years of collaboration between the City of Cambridge, MIT, Nora Theater Company and Underground Railway Theater, construction on The Central Square Theater will begin later this Spring.

To celebrate the groundbreaking, festivities will be held on **May 1, 2007 from 5:15-7:30 PM**. Celebration activities will include key note addresses by local dignitaries, a community parade and reception, and theatrical performances. For a detailed list of activities, times, and locations, please visit the theater's website: www.centralsquaretheater.org.

You are receiving this email because you have expressed an interest in the programs and services offered by the City of Cambridge Economic Development Division. If you no longer wish to receive these emails, please click on the link below marked "Safe Unsubscribe" to remove yourself from our list.

email: rholmes@cambridgema.gov
phone: 617-349-4637
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